# A RESOLUTION BY TRANSPORTATION COMMITTEE

A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN AGREEMENT WITH WACHOVIA BANK, N.A. FOR FC-6006007895, FULL SERVICE COMMERCIAL BANK AND FOREIGN CURRENCY EXCHANGE SERVICES AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT ON BEHALF OF THE DEPARTMENT OF AVIATION; AND FOR OTHER PURPOSES.

WHEREAS, the Department of Aviation desires to provide banking services at Hartsfield-Jackson Atlanta International Airport (the "Airport"), including, but not limited to, banking, ATM, and currency exchange services, for the benefit of the traveling public; and

WHEREAS, the City of Atlanta ("City") advertised and issued Request for Proposal FC-6006007895, Full Service Commercial Bank and Foreign Currency Exchange Services at Hartsfield-Jackson Atlanta International Airport (the "RFP"), on behalf of the Department of Aviation; and

WHEREAS, Wachovia Bank, N.A. did submit a proposal in response to the RFP; and

WHEREAS, based on a fair and thorough evaluation of all proposals submitted in response to the RFP, the Departments of Aviation and Procurement selected Wachovia Bank, N.A. as the responsive and responsible proponent whose proposal was deemed to be the most advantageous to the City; and

WHEREAS, the Aviation General Manager and the Chief Procurement Officer have recommended that FC-6006007895, Full Service Commercial Bank and Foreign Currency Exchange Services at the Airport, be awarded to Wachovia Bank, N.A.

THE CITY COUNCIL OF THE CITY OF ATLANTA, GEORGIA, HEREBY RESOLVES, that the Mayor is authorized to enter into an agreement with Wachovia Bank, N.A. for FC-6006007895, Full Service Commercial Bank and Foreign Currency Exchange Services at Hartsfield-Jackson Atlanta International Airport (the "Agreement").

**BE IT FURTHER RESOLVED,** that the term of the Agreement is five (5) years with an option to renew the Agreement for a single five (5) year period, such option to be exercised in the sole discretion of the City.

**BE IT FURTHER RESOLVED,** that the City Attorney is directed to prepare an appropriate Agreement for execution by the Mayor.

**BE IT FINALLY RESOLVED,** that the Agreement will not become binding on the City and the City will incur no obligation or liability under it until it has been executed by the Mayor, attested to by the Municipal Clerk, approved as to form by the City Attorney and delivered to Wachovia Bank, N.A.

# Part II: Legislative White Paper:

## A. To be completed by Legislative Counsel:

Committee of Purview: Transportation

Caption: A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN AGREEMENT WITH WACHOVIA BANK, N.A. FOR FC-6006007895, FULL SERVICE COMMERCIAL BANK AND FOREIGN CURRENCY EXCHANGE SERVICES AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT ON BEHALF OF THE DEPARTMENT OF AVIATION; AND FOR OTHER PURPOSES.

Council Meeting Date: January 16, 2007

Requesting Dept.: Aviation

## B. To be completed by the department:

1. Please provide a summary of the purpose of this legislation (Justification Statement).

The City solicited for the new contract through the City's RFP process in April 2006. Wachovia was the top ranked proponent for the Full Service Commercial Bank and Foreign Currency Exchange Services RFP.

- 2. Please provide background information regarding this legislation.
- 3. If Applicable/Known:
- (a) Contract Type (e.g. Professional Services, Construction Agreement, etc): Professional services
- (b) Source Selection: Sealed Proposals
- (c) Bids/Proposals Due: May 31, 2006
- (d) Invitations Issued: 18
- (e) Number of Bids:
- (f) Proposals Received: 4
- (g) Bidders/Proponents: attached
- (h) Term of Contract: 5 years with a single 5 year renewal option
- 4. Fund Account Center:
- 5. Source of Funds: Revenue generating

- 6. Fiscal Impact:
- 7. Method of Cost Recovery:

This Legislative Request Form Was Prepared By:

## DEPARTMENT OF AVIATION LEGISLATION SUMMARY

TO: TRANSPORTATION COMMITTEE

#### **CAPTION:**

A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN AGREEMENT WITH WACHOVIA BANK, N.A., FOR FC-600600 7895, FULL SERVICE COMMERCIAL BANK AND FOREIGN CURRENCY EXCHANGE SERVICES AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT ON BEHALF OF THE DEPARTMENT OF AVIATION; AND FOR OTHER PURPOSES.

**REQUESTING DEPT.:** Department of Aviation

CONTRACT TYPE Concession Lease Agreement

SOURCE SELECTION Sealed Proposals

BIDS/PROPOSALS DUE: May 31, 2006

INVITATIONS ISSUED: 18

BIDS/PROPOSALS RECEIVED: 4

BIDDERS/PROPONENTS: Wachovia Bank, N.A.

(Ms. Edd Cook, Authorized Prinicpal)

Sun Trust Bank

Bank of America, N.A. Washington Mutual

#### **BACKGROUND:**

The successful proponent will be required to maintain, operate and manage a full service Commercial Bank (approximately 1,100 square feet) in the Atrium, to include Foreign Currency Exchange Services, and a minimum of eighteen (18) automated teller machines (ATMs) to be located on Concourses T, A, B, C, D and the main terminal building.

**SOURCE OF FUNDING:** Revenue Generating

Five (5) years with a single five (5)-year renewal option TERM OF CONTRACT:

Aviation, Office of Contract Compliance, The City's Finance Department and Risk Management **EVALUATION TEAM:** 



Shirley Franklin Mayor

Benjamin R. DeCosta Aviation General Manager

DATE: September 6, 2006

TO: Adam L. Smith, Chief Procurement Officer

Department of Procurement

FROM: Mario C. Diaz, Deputy General Manager

Department of Aviation

SUBJECT: FC-6006007895 - Full Service Commercial Bank & Foreign Currency

Exchange - Recommendation of Wachovia

Having completed negotiations, DOA hereby recommends award of the subject project to Wachovia Bank.

If additional information is required, please contact L. Bausley-Williams at 404-530-2428

#### MCD/lbw

xc: B. DeCosta

G. Geeter

C. Brome

J. Cugasi

K. Mastin

C. Ewing

M. Coleman

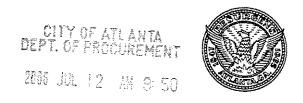
L. Manigault

M. Eady

A. Williams

File





# CITY OF ATLANTA

Shirley Franklin Mayor SUITE 1700 55 TRINITY AVENUE, SW ATLANTA, GA 30303 (404) 330-6010 Fax: (404) 658-7359 Internet Home Page: www.atlantaga.gov

OFFICE OF CONTRACT COMPLIANCE
Hubert Owens
Director
howens@atlantaga.gov

# MEMORANDUM

TO: Adam L. Smith Esq.

Chief Procurement Officer

FROM: Hubert Owens

Director - Office of Contract Compliance

RE: FC 6006007895, Full Service Banking & Foreign Currency Exchange

Services

DATE: June 26, 2006

The Office of Contract Compliance has evaluated four (4) Bids for Disadvantaged Business Enterprise participation. For your information, the proponents have committed to utilizing DBE's as indicated below:

Washington Mutual	
No participation or good faith efforts provided	0.00%
Total Participation	0.00%
(Non-Responsive)	

Wachovia Bank		
Capitol City Bank	DBE	20.70%
Bryson Construction	DBE	3.20%
Total Participation		23.90%
SunTrust Bank		
C.J.Hearne Construction	DBE	23.1%
Security Vault Works	DBE	8.6%
The Samuel Group	DBE	2.0%
King Maintenance Service	DBE	1.7%
HR Now	DBE	0.1%
Cameron Miles & Jackson, PC	DBE	1.3%
FAST TRAC	DBE	2.5%
Farmer Oil, Inc.	DBE	0.57%
Total Participation		39.2%

Bank of America		
Financial Building Services	DBE	10.00%
Security Vault Works	DBE	10.00%
Sterling Bank Services	DBE	10.00%
Total Participation		30.00%

If you have questions, please contact me at (404) 330-6010 or Yvette Hawkins at (404) 330-6898.

cc: File

Clarissa Brome, DOP

FOR

DATE: MAY 31, 2006

# FULL SERVICE COMMERCIAL BANK AND FOREIGN CURRENCY EXCHANGE

PROPONENT' S NAME	DBE STATUS
Suntrust Bank	
Bank of America	
Wachovia Bank, NA	
* Washington Mutual	

# TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE	ATTN: GREG PRIDGEON
Legislative Counsel (Signature):_Me	gan S. Middleton M8MiddCcloc
Contact Number:6207	
Originating Department: _Aviation_	
Committee(s) of Purview:Transpo	ortation
Council Deadline:_December 19, 200	06
Committee Meeting Date(s): January	y 10, 2007 Full Council Date: January 16, 2007
Commissioner Signature Chief Procurement Officer CAPTION	William In
WITH WACHOVIA BANK, COMMERCIAL BANK AND FO	THE MAYOR TO ENTER INTO AN AGREEMENT N.A. FOR FC-6006007895, FULL SERVICE REIGN CURRENCY EXCHANGE SERVICES AT INTERNATIONAL AIRPORT ON BEHALF OF N; AND FOR OTHER PURPOSES.
FINANCIAL IMPACT (if any) \$1	1,700,000.00 annually
Mayor's Staff Only	
Received by Mayor's Office:(\( \) (date)  Submitted to Council:	
Submitted to Council: (date)	119/06